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AGRICULTURAL COOPERATION

LEGAL, ECONOMIC, AND ORGANIZATION INFORMATION COLLECTED BY THE BUREAU OF AGRICULTURAL ECONOMICS,
UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

December 3, 1923.

Vol. 1, No. 25.

COST OF HANDLING WHEAT COOPERATIVELY

Three thousand members of the North Dakota Wheat Growers' Association delivered 2,981,763.54 bushels of wheat in connection with the 1922 pool. This wheat was marketed at a total overhead expense of 13.7¢ per bushel, which amount includes local and terminal storage and handling, as well as farm storage. The direct charge against each bushel, according to the statement of the association, was 10.8¢, made up as follows: Interest paid banks, 1.2¢; elevator handling and storage charges, 5.8¢; terminal handling and storage charges, 1.7¢; farm storage, 1.9¢; insurance and taxes, 0.2¢. The operating charges, including administration, supervision, statistics, sales offices and reserves, was 2.9¢. The item of 1.9¢ for farm storage was to cover allowances to growers for storing wheat after they were ready to deliver to the association. The present membership of the association is over 12,000.

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AVERAGE CARLOT VALUES OF FRUITS AND VEGETABLES, 1922

The value of a car of potatoes of the 1922 crop, shipped by farmers' marketing associations in New York, Michigan, Wisconsin, North Dakota and Colorado, averaged \$341 f. o. b., according to reports received from 43 associations by the U. S. Department of Agriculture. Reports from 23 associations marketing sweet potatoes indicate an average value per car of \$516; while 40 associations handling oranges received \$1,410 per car; 11 associations handling lemons averaged \$1,563; 30 strawberry associations averaged \$1,085; 20 associations handling eastern apples received an average of \$669; and 16 associations handling western apples averaged \$1,209 per carload.

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HANDLES LARGER PERCENTAGE OF LIVESTOCK IN SECOND YEAR

A statement issued by the Central Cooperative Commission Association, St. Paul, Minn., at the close of its second year of operation, July 31, 1923, shows that during the year it handled a total of 18,335 cars of livestock, as compared with 12,901 cars the previous year. Gross sales for the second year amounted to \$23,344,823, as compared with \$17,156,837 the first year, a gain of 36%.

BUSINESS OF VEGETABLE ASSOCIATION INCREASES

Figures compiled from a statement issued by the Beaufort Truck Growers' Association, Beaufort, S. C., indicate that the association handled 1,596,437 packages of vegetables and truck crops during the eight years 1915-1922. The total value of all sales for the eight-year period was \$4,556,738. Thirty-nine per cent of the sales were made on an f. o. b. basis and the remainder on a consigned basis. The total amount paid in commissions was \$160,627, an average of approximately \$20,000 a year. The commission per package varied from less than 5¢ in 1915 to over 18¢ in 1920, the average being 10¢. The number of packages handled each year, the amount of gross sales, the amount of operating expenses, and the per cent which operating expenses were of gross sales, are given below:

Year :	Number of :	Gross :	Operating :	Per Cent
:	Packages :	Sales :	Expense :	of
:	:	:	:	Gross Sales
1915 :	191,725 :	\$301,276.46 :	\$ 4,805.63 :	1.60
1916 :	135,551 :	290,608.48 :	5,576.32 :	1.92
1917 :	106,530 :	557,813.58 :	5,678.94 :	1.02
1918 :	160,700 :	450,584.97 :	8,413.95 :	1.87
1919 :	132,007 :	393,386.85 :	8,725.74 :	2.22
1920 :	218,626 :	949,112.72 :	10,856.98 :	1.14
1921 :	338,654 :	811,812.32 :	18,715.99 :	2.31
1922 :	312,644 :	802,143.60 :	25,873.69 :	3.23

The average of the operating expenses for the eight years, roughly divided, was as follows: Salaries, 64%; telephone, telegraph and postage, 16%; travel, 7%; printing and stationery, 2%; rent, fuel and light, 2%; miscellaneous, 9%.

Twenty-six different commodities were handled by the association, lettuce and potatoes constituting the greater part of the shipments. A partial list of the commodities handled in 1922 and the number of packages of each, is as follows:

Commodity	Number of Packages	Commodity	Number of Packages
Lettuce	120,762	Romaine	21,337
Potatoes	104,429	Beans	11,183
Cabbage	32,991	Peas	5,192

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LONG STAPLE COTTON BEING SOLD TO SOUTHERN MILLS

Sales of cotton are being made direct to the southern mills by the Staple Cotton Cooperative Association, Greenwood, Miss. Recently 15,500 bales were sold to the cotton mills in the Carolinas.

WISCONSIN SUPREME COURT DECIDES IN FAVOR OF TOBACCO POOL

The Supreme Court of the State of Wisconsin in a recent opinion by Judge Owen, affirmed the judgment of the Circuit Court of Dane County in favor of the Northern Wisconsin Cooperative Tobacco Pool, in an action brought by the tobacco pool to restrain M. H. Bekkedal & Son from interfering with contracts between said pool and its members.

The cooperative pool was incorporated under a State statute which authorized the incorporation of cooperative associations and had entered into contracts with a large number of tobacco growers in Wisconsin (members of the association) covering the purchase and sale of their tobacco.

Among the allegations of the plaintiff in respect to action of the defendant, conspiracy was charged, in that defendant interfered with the performance of the contracts and urged their breach, thereby injuring and destroying the business of the plaintiff by destroying its contractual relations with its tobacco-growing members.

The answer of defendant denied the allegations of plaintiff and asserted its own proper business practices, its good will thus acquired, its investment in warehouses and equipment; charged monopoly on the part of plaintiff in the contracts with members of the association, and asserted that if restrained from purchasing tobacco as it had done in the past, its investment in warehouses and equipment and good will established would be destroyed.

Judgment was found for plaintiff, restraining defendant from interfering with the business of the plaintiff.

From such judgment the defendant entered an appeal and it is upon this appeal that the case was carried to the Supreme Court.

Some statements of interest upon questions pertaining to the cooperative movement, the trend of public opinion, and legislative action in enacting laws in accordance therewith, which would supersede prior laws relating to monopoly and restraint of trade, are made in the opinion. The following quotations are given:

"From the premises so laid down, appellants proceed with the discussion on the assumption that the situation is governed entirely by the provisions of sec. 1747e, which is our statutory condemnation of contracts or combinations in the nature of a trust or conspiracy in restraint of trade or commerce. It is to be conceded that for a long time the public policy of this state was in accordance with this statutory declaration, and probably such would have been the public policy of the state in the absence of such statutory declaration, as the statute in question adds very little to the condemnation visited upon such agreements at common law. It is not to be denied, however, that the public policy of the state with reference to such combinations and agreements is within the control of the legislature, and that such public policy is subject to legislative control and modification. Thus, in *Pulp Wood Co. v. Green Bay P. & F. Co.*, 168 Wis. 400, 412, it was said:

'It may be well that the time is approaching, if not already here, when monopolies or business combinations controlling the market (subject, however, to efficient government control) will be found more desirable than unrestrained competition, but that is a question for the lawmaking power to decide, not for the courts.'

"Such combinations and agreements have been condemned by the law because their existence was regarded as prejudicial to the public interest. If in the course of time, changing conditions should give rise to economic views and public opinion wiping out the prejudice hitherto entertained with reference to such combinations and they should come to be regarded as beneficial rather than injurious to the public interest, there is no doubt of the power of the legislature to reverse completely the public policy of the state with reference to such combinations and agreements and to promote rather than suppress the same.

"Paragraph 2 of sec. 1736c-7, already quoted herein, would seem to authorize every provision of the contract here in question..... This legislation, being enacted subsequent to the enactment of our general antitrust statutes, must be considered as modifying the scope of the former, and the validity of plaintiff's contracts, or the effect of their operation so far as they constitute a restraint of trade, is not to be tested by the provisions of 1747e or court decisions condemning contracts under similar legislative provisions. This legislation providing for the organization of cooperative associations manifests a clear purpose on the part of the legislature not only to authorize but to encourage cooperative effort along the lines to which the legislation is made applicable and to legalize practices which no doubt were of questionable validity prior to the enactment of such legislation.

"The reason for enacting such legislation is generally understood. It sprang from a general, if not a well-nigh universal, belief that the present system of marketing is expensive and wasteful, and results in an unconscionable spread between what is paid the producer and that charged the consumer. It was for the purpose of encouraging efforts to bring about more direct marketing methods, thus benefiting both producer and consumer, and thereby promoting the general interest and the public welfare, that the legislation was enacted.

"We, therefore, hold that the validity of the plaintiff organization and its operations must be tested not by the former public policy of this state with reference to combinations and agreements in restraint of trade, as declared by sec. 1747e, but by the provisions of the cooperative association statutes....."

H. F. Fitts.

COOPERATIVE ASSOCIATION INCREASES DEMAND FOR MILK

A 25% increase in the consumption of milk in the city and a raise in the general standards of purity of milk, are among the results of the work of the Quincy Cooperative Milk Producers' Association, Quincy, Ill., in its first year of operation. At the same time the association has been selling pasteurized milk for 10¢ a quart at retail and has paid the producers not less than \$2.40 for 3.5 milk. These results are attributed by the management to "quality plus cooperation."

During 1921, 55 dealers in Quincy were charged with selling unsanitary milk. The poor quality, an oversupply, and low prices, led to the organization of the dairymen. The company was capitalized at \$50,000 and began business May 30, 1922, with a modern plant thoroughly equipped for the handling of milk and milk products of high quality.

The association now has about 90 members. It operates eight retail and three wholesale milk routes, dispensing "Creamy Products," including sweet-cream butter, culture buttermilk, cream, and cottage cheese. The first seven months of operation, June to December, 1922, monthly sales average \$11,979; the next eight months, January through August, 1923, the average sales were \$15,007. Statements for July and August, 1923, show that during those months the producers received approximately 61% of the consumer's dollar, after deducting sales expenses, operating expenses, depreciation, dividend reserve, and general fund reserve. The milk supply is now inadequate and milk is being received from a distance of 30 to 40 miles.

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COST OF MARKETING WOOL COOPERATIVELY DECLINING IN NEW YORK STATE

The cost of marketing wool for the members of the county associations affiliated with the New York Sheep Growers' Cooperative Association, Inc., Syracuse, N. Y., was 4.27¢ a pound for the 1920 clip, 4.1¢ for the 1921 clip, and 3.75¢ for the 1922 clip. The total quantity of wool in the pools for the three years was 1,599,873 pounds. Over 32% of the total was graded as quarter-blood, 28% as half-blood, 25% as three-eighths-blood, and about 7% as fine. The quantity of wool handled each year, the expense of handling, and the average per pound charge for handling, was as follows:

Year	: Quantity	: Marketing Expense	: Marketing Charge
	: (Pounds)		: (Cents per lb.)
1920	: 411,929	: \$17,574	: 4.27
1921	: 615,123	: 25,047	: 4.10
1922	: 532,821	: 20,020	: 3.75

Wool from 49 county pools was received in 1922, and sales for that year amounted to \$239,440, of which amount \$215,394, 90%, was distributed among the growers. Advances in connection with the 1923 clip have been made in the sum of \$24,897, to 32 county pools.

BIG BUSINESS BY FARMERS' PURCHASING ASSOCIATION

Business amounting to \$3,193,456 was conducted in 1922 by the Cooperative Grange League Federation Exchange, Ithaca, N. Y., according to information furnished by its manager. The feed and grain department at Buffalo handled 492,112 bushels of grain and 56,732 tons of feed selling for \$2,299,219; the fertilizer department at New York City sold 9,187 tons of fertilizer valued at \$405,002; the seed department at Syracuse shipped to farmers 1,486,000 pounds of seed selling for \$399,235; while the coal and miscellaneous branch at Syracuse did a business of about \$90,000.

The Cooperative Grange League Federation Exchange, which superseded the New York State Grange Exchange, was organized in 1920 under Article 3, Cooperative Corporations Law of New York State. It has an authorized capital stock of \$1,000,000, of which \$707,030 has been paid in. This has been subscribed by 40,000 stockholders in New York, New Jersey and Pennsylvania.

It is the policy of the "G. L. F.," as it is popularly known, to handle only goods of high quality. All mixed rations are sold on open formulas, the number of pounds of each ingredient being stated on the bags. The fertilizer is made of high-grade, high-analysis material and mixed without artificial filler of any sort. The seeds, especially clover and alfalfa, are of known origin and northern grown.

The general manager estimates the total business for 1923 at \$5,000,000. All departments of the exchange show increased business, especially the grain and feed department. This department carried on a dairy feed pool during the mid-summer of 1923, in which a large percentage of the members participated. Orders for mixed dairy rations amounting to thousands of tons were received by the exchange. The ingredients for this feed are being purchased and mixed in large quantities to effect savings, and will be shipped to farmer purchasers during the six months between October, 1923, and April, 1924. It is stated that the October shipments of this feed amounted to nearly \$1,000,000.

Plans for supplying more communities have not been perfected but the exchange hopes to increase the membership and to extend its service as rapidly as possible.

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LANDLORD CONTROLS ALL TOBACCO GROWN ON HIS LAND

A permanent restraining order was issued recently in a circuit court of Kentucky forbidding a tenant on the farm of a member of the Dark Tobacco Growers Cooperative Association from disposing of his crop outside of the pool. The contention that all tobacco grown on his land should be controlled by the landlord, was upheld by the court. This was the first injunction suit ever instituted by the Dark Tobacco Growers' Cooperative Association.

ITALY HAS A NATIONAL INSTITUTE OF CREDIT FOR COOPERATIVES

A consular report from Rome, Italy, dated October 16, 1923, states that the cooperative movement is undergoing a process of adjustment in that country. Italy is now slowly emerging from the economic depression of 1921 and 1922, during which time the labor cooperatives were able to withstand the strain, while the agricultural cooperatives suffered to a greater extent, and many of the consumer cooperatives were obliged to discontinue operation.

A financial institution which has aided the spread of the cooperative movement is known as the "Istituto Nazionale di Credito per la Cooperazione." This institution is being reorganized and will be provided with a staff of technical inspections who will supervise loans to cooperatives and furnish technical advice where needed.

The cooperative credit societies are the oldest form of cooperatives in Italy, and are conducted entirely independently of the cooperative movement. It is believed that credit societies might be of great assistance to other types of societies.

Government statistics show the following number of legally constituted cooperative societies in each of three years:

1914.....	8,400
1920.....	15,009
1921.....	19,500

The year 1921 was a difficult one for the movement. Government aid was less liberal than previously, and many small societies which had been organized on an unsound basis, or which lacked competent management, succumbed. Disturbed political conditions also brought difficulties. The growing strength of the fascisti organization was directed toward any cooperatives which were allied with political parties with socialistic or radical tendencies. There was a keen struggle in several of the best organized provinces and the cooperatives now existing in Italy are said to be controlled largely by members of the fascisti organization.

Several institutions of the country are uniting in an educational program to improve conditions for the agricultural societies. During 1921 the sum of 118,299,800 liras was loaned to the agricultural cooperatives by the National Institute of Credit for Cooperatives.

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DAIRY ASSOCIATION CONTROLS TWO-THIRDS OF COWS

Out of 12,000 cows in Maricopa County, about 8,000 are now signed up with the Arizona Dairy Producers, Phoenix, Ariz., a cooperative marketing association which negotiates with existing creameries for the sale of sweet cream and milk on a butterfat basis. One of the great difficulties in the past has been the large number of creameries operating with too few cows. Present plans call for consolidation and the operation of only two plants, one at Phoenix and one at Tempe.

REPORT FROM PRODUCTION COMMITTEE OF WHEAT COUNCIL

"Objectives of Cooperatives" is the title of a paragraph in the report of the Production Committee of the Wheat Council of the United States, issued under date of November 13, 1923. The paragraph reads as follows:

"A survey of cooperative organization in this country and abroad indicates that successful cooperation has been founded upon the ability of these cooperatives to accomplish certain definite objectives. These are: first, the reduction of varieties and the standardization of the product with reference to consumer demand; second, the adoption of a policy on the part of the cooperative which would insure a uniformly standard product; third, ability to secure the adoption of specified methods of soil preparation, fertilization, seed selection, cultivation and harvesting, together with adoption of necessary methods for the prevention or control of plant tissues or insect pests; fourth, some form of production control or regulation sufficient to enable the selling association to prevent depressing the market through the offer of a supply in excess of demand."

The Representative, Sydney Andersen, of Minnesota, is chairman of the committee, and the members are largely college officials and economists.

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TAKING STEPS TO PROVIDE CREDIT FOR GROWING COTTON

Steps are being taken to organize the Staple Cotton Credit Corporation which is to serve the members of the Staple Cotton Cooperative Association, Greenwood, Miss. A committee of officers and directors of the association is working out plans for raising the necessary capital for a company to be operated on a nonprofit basis under the provisions of the rural credit act of 1923.

It is proposed that association members take stock in the corporation, giving their notes for the amounts of their subscriptions, and supporting these notes with advance-fund certificates. A survey made by the committee indicates that about \$20,000,000 is needed to finance the members of the Staple Cotton Cooperative Association while they are "making" the annual crop. Reports from the banks of the territory revealed that the total amount of capital stock and surplus was less than \$14,000,000 and that practically all of this was required to take care of needs other than those connected with the growing of cotton.

SALES AGENCY BEING CREATED FOR WISCONSIN BUTTER

Steps are being taken to transform the Wisconsin Cooperative Creamery Association into a selling agency. The association has been functioning in the past largely as an educational organization, concerning itself with the improvement of the quality of butter produced and with the standardization of the output of the various member creameries. A suggested contract between the association and its member creameries has been drafted. The contract provides for the sale to the association by the creameries of the butter it produces and the sweet cream it may handle, and for the payment for these commodities on the basis of the average resale price for butter of the same grade and type, less "a charge to cover the cost of grading, testing, preparing for the market, selling, storing, financing and transporting such butter, and amounts necessary for taxes, insurance, interest, upkeep, and depreciation, and for other expenses." The charge for expenses is to be determined by the board of directors of the association but is not to exceed one-half cent per pound. Any losses sustained because of mold, over-moisture, deficiency of fat, untidy packages, or improper condition of butter at time of delivery, is to be charged against the offending creamery.

The contract also provides that an amount not to exceed two-tenths of one cent per pound may be retained by the association for creating a fund for use as capital, permanent and operating, and that certificates of indebtedness shall be issued to the member creameries to cover the deductions. These certificates shall draw interest at a rate not less than 5% per annum.

Section 13 of the tentative contract provides that the association shall have the right to require the member creameries to sell and deliver to the association sweet cream instead of butter, or to deliver both commodities. In case the association is succeeded by a new organization "formed under the cooperative law without capital stock" the present association may assign to the new organization the contracts in force with member creameries.

The proposed contract is to become effective when signed by creameries whose aggregate production in 1922 amounted to 25,000,000 pounds. Provision is made for cancellation of contracts by member creameries between January 15 and 31, 1925, and on December 31 of every year beginning with 1925.

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COOPERATIVE SELLING AGENCY REPORTS INCREASED BUSINESS

An increase of 106% in volume of livestock handled is reported by the Chicago Producers' Commission Association for July, August, and September, 1923, as compared with the same months of 1922. The increase in number of cars of cattle and calves handled was 164%; in hogs handled, 117%; in sheep, 209%; in number of cars of mixed livestock, 18%.

FLAX COOPERATION IN RUSSIA

What cotton is to the United States, flax is to Russia. The Russian flax fiber crop before the war averaged 26,000,000 poods, or 80% of the world's total production. Of this amount Russia used only 16%, and exported the rest. The Flax Central was set up in 1915 by a number of agricultural associations to organize and centralize the cooperative sale of fiber and supply the members with seeds and other requisites of production. In three years the Flax Central came to occupy a position of importance in the flax markets of Russia and Europe.

Since the restoration of agricultural cooperation in 1921 the Flax Central has again been organized. Although the production of flax is still considerably below the prewar standard, the relative importance of the cooperative marketing agency is even greater than in any of the previous years. According to the report published in the Russian "Messenger of Agricultural Cooperation" (No. 19, 1923, p. 22), the Flax Central has now a membership of 38 district cooperative unions in the flax-raising regions. In August, 1923, 59 representatives of these unions came together at their annual meeting to review the economic activities of the past season and to lay plans for the coming season. It is reported that for the 1922-23 season the Flax Central handled 550,000 poods of fiber for its members (which included 80,000 poods of prepared flax) and 84,000 poods of hemp. Of the total flax 250,000 poods was sold to the Government syndicates and 300,000 poods exported. The handling of hemp was a subsidiary and experimental operation, and the hemp was sold entirely in the home market.

About 59% of the operating capital of the Flax Central is represented by credits from the State Bank. All borrowings are at once forwarded to the member unions, which in turn finance the local associations. As a rule the member associations cover 82% of the loan with fiber and retain the remainder of the advance as a current loan from the Flax Central. On January 1, 1923, the working assets of the Flax Central were represented by 20 trillions of Soviet paper roubles, which according to the quotation of the day (17,400,000 paper roubles to the gold rouble) amounted to approximately 1,190,000 gold roubles. On the same date the balance statement of the Flax Central showed that current expenses were 3.51% of the value of the flax handled. One month earlier the ratio was 4.8%. The handling commission of the Flax Central has been fixed by the meeting of delegates at 5% of the sale price. On January 1, 1923, the operating expenses were 2.1% of the value of the flax, distributed as follows: Interest on loans, 37.5%; insurance, 27%; transportation, 25%; miscellaneous operating expenses, 10.5%. (The "Messenger of Agricultural Cooperation," No. 4-5, 1923, p. 40).

The Flax Central is carrying on an active campaign for better grading and handling of flax, as the methods used by the peasants are largely primitive, being destructive of the flax fiber and wasteful of time and energy. In collaboration with the member unions a large staff of graders, sorters and instructors is employed. Selected seed and other requisites are purchased cooperatively for the members.

REPORTS FROM FARMER-OWNED COTTON GINS

Sixteen farmer-operated cotton gins in seven states handled 32,455 bales of cotton of the 1922 crop, according to reports made to the U. S. Department of Agriculture. This was an average of 2,028 bales to a gin. The gin with the lowest record handled but 606 bales while the enterprise with the highest record handled 3,958 bales.

Fifteen of the associations reported a total membership of 1,284, an average of 85. The number of members in the associations varied from 30 in the smallest to 200 in the largest.

Nine of the associations reporting are in Texas, two in North Carolina, and one each in Alabama, Arkansas, Missouri, Oklahoma, and South Carolina. One of the associations was organized in 1909, one in 1912, three in 1913, three in 1914, one in 1916, one in 1917, two in 1918, two in 1919, and two in 1920. Three additional associations, all in Missouri, were formed in 1923, but handled none of the 1923 crop. These three associations have a total membership of 232.

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CREAMERY COMPANY TO DEVOTE DIVIDENDS TO EDUCATIONAL WORK

Total sales of the Franklin Cooperative Creamery Association, Minneapolis, Minn., for the nine months January 1 to September 30, 1923, were \$2,295,408, according to a statement recently issued by the company. Purchases of milk amounted to \$1,362,223, and the net profit for the nine months was \$158,611. From this a rebate of 5% was returned to patrons, amounting to \$86,047.

The November issue of "Cooperation" (New York City) states that at the last meeting of the Franklin Cooperative Creamery Association the members voted to discontinue the practice of making savings-returns to patrons and to devote such savings to educational work. One feature of the plan is to purchase a farm which will be used at present for recreational purposes and ultimately for the establishment of a college.

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CHAIN STORES CONDUCTED BY FARMERS' UNION

The Farmers' Union of Kentucky is planning to extend its chain store system and open several new stores in the Louisville district about December 1. This district will be organized in the same way as the seven counties around Maysville, which have eight stores and a district warehouse at Maysville. The warehouse for the Louisville district will be located at Louisville and it is planned to open stores at Shepherdsville, Mt. Washington, Taylorsville, Jeffersonton, and Turner Station. The district warehouse will buy merchandise for the stores until a project to combine the purchasing of the two district warehouses and the Farmers' Union Wholesale Company under one organization becomes effective.

TEXAS CITRUS GROWERS STATE SELLING AGENCY

Reports from the Texas Citrus Fruit Growers' Exchange, Mission, Tex., indicate that 100 growers have signed the five-year marketing contract and that plans are being matured for handling the 1923-24 crop. Three local units have been established and two district packing plants are being equipped with modern machinery. All grower members are members of the central exchange, even though grouped in locals for organization purposes. The exchange will provide and operate the packing plants and, in the capacity of an agent, sell the fruit. Packing charges announced for the coming season are: Grapefruit, \$1 a box; oranges, \$1.10 a box; lemons, \$1.25 a box. It is proposed to keep accurate accounts of the cost of operating the packing plants and to refund to growers any surplus resulting from the above charges, on the basis of quantity of fruit delivered.

Sales are to be made on a charge of 25¢ a box. Any surplus accumulating in connecting with the selling will be used for the benefit of the stockholders. The 1923-24 output is estimated at 200 carloads. The fruit will be graded and sold under four brands.

Plans are being made for the purchase by the exchange of orchard and packing-house supplies on a carlot basis.

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NEW YORK STATE HONEY PRODUCERS ORGANIZED FOR MARKETING

The Empire State Honey Marketing Cooperative Association, Inc., Syracuse, N. Y., is a state-wide, non-profit, non-stock organization formed for the purpose of handling the honey and apiary by-products of its members. Only members of local associations formed to deal with production problems are eligible to membership in the marketing association. Membership entails a fee of \$5, the furnishing of a "loan note," and the signing of a marketing contract providing for the sale of all honey and by-products through the association until December 31, 1926. Provision is made whereby members can withdraw between March 1 and March 15 of any year. Damages in case of breach of contract are fixed at 2¢ a pound.

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A BIG BUSINESS WITH SMALL CAPITAL

With a capital stock of \$5,000, the Pacific Egg Producers' Cooperative, Inc., is doing business at the rate of \$2,300,000 annually. This organization is the eastern selling agency for four Pacific Coast egg-selling associations. It maintains an office and storeroom in New York City and from this vantage point disposes of the carlots of eggs forwarded by the member associations after the demands of their several local associations have been satisfied.

MANAGER OUTLINES A SALES POLICY

A. M. Mortensen, General Manager, California Prune and Apricot Growers' Association, San Jose, Calif., who was recently in New York City in connection with the selling program of the association, in one of his messages to the growers, gave expression to the following:

"What I have already seen as your general manager makes me more than ever firmly determined not to go into a new crop year with a carry-over if human ingenuity and hard work can sell goods. A carry-over is a millstone around your neck; it discourages you and the management; it gives our brokers a difficult problem and depresses them; and it plays hob with the new crop and new prices."

In referring to the outlook regarding prices, he said: "We will not get high prices, but neither will we be compelled to accept low ones. We will not have wholesalers and jobbers clamoring at our doors for prunes and apricots; we will, on the contrary, have to advertise, sell our goods, get the signatures on the dotted line, and collect our cash."

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RICE GROWERS RECEIVE EIGHTY PER CENT OF GROSS SALES

Rice and rice by-products of the 1922 crop to the value of \$3,340,000 were sold by the Arkansas Rice Growers' Cooperative Association, Stuttgart, Ark., according to the annual statement of the association, as of October 15, 1923.

Receipts from all sources amounted to \$3,374,739. A total of 856,039.49 barrels of rice was milled at a cost of 39.61¢ a barrel, a total expense of \$339,100. The other expenses for the year were \$301,315, including items as follows: Interest, discount, etc., \$37,627.22; brokerage, \$64,200; salaries, \$51,500; insurance, \$10,200; warehouse expense, \$7,900; telegraph and telephone, \$5,800.

A deduction of one per cent of sales, amounting to \$33,400, was made for a reserve fund for contingencies. The total amount credited to growers in connection with the 1922 crop was \$2,700,900, 80% of the gross receipts from sales.

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SECOND PAYMENT GOING TO OKLAHOMA WHEAT GROWERS

Distribution of checks for the second payment on 1923 wheat pooled by the Oklahoma Wheat Growers' Association, Oklahoma City, Okla., was begun on November 1 and will be completed during the month. These checks will bring all advances on No. 1 wheat to 65¢ in Oklahoma and 75¢ in Texas, the difference being accounted for by the freight rates.

A report and financial statement is being mailed by the association every two weeks to the secretaries of local associations to be read and discussed at the meetings of the locals.

OPERATIONS OF PAST SEASON REPORTED BY SWEET POTATO EXCHANGE

The report of the Arkansas Sweet Potato Growers' Exchange, Little Rock, Ark., for the season ending July 1, 1923, shows a total of 54,751 packages handled. This was approximately 106 carloads of 516 crates each, for which receipts amounted to \$48,509. From this the sum of \$38,865 was paid to associations and individual growers. Expenses up to June 8, the day the books were closed, amounted to \$9,497, an average of 17.35¢ per crate. One cent per crate was added to cover the season's portion of organization expense, which is being distributed over a five-year period, also one cent per crate to provide for current expenses until the next crop begins to move, making a total deduction of 19.35¢ per crate.

With the exception of a few small lots for seed, the potatoes handled were eating potatoes of the Nancy Hall and Porto Rico varieties. Of the Nancy Halls the exchange sold 40,743 crates at an average price of 90.81¢ per crate, while 6,597 crates of Porto Ricos brought an average net price to \$1.023 per crate.

Among the items of expense is one of \$567.84 for advertising. Something of a reputation for "Arkansas Sweethearts" was established in the local trade.

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LARGE BUSINESS DONE BY DRIED FRUIT ASSOCIATIONS

Nine farmers' business organizations specializing in dried fruits, during the year 1922, shipped 7,302 cars of fruit, valued at \$55,115,766, according to reports received recently by the U. S. Department of Agriculture. Of the total number of cars, raisins filled 4,133; prunes, 2,304; dried peaches, 500 cars; dried apricots, 200; dried figs, 160; and dried apples, 5 cars.

Of the nine associations, five were engaged in drying prunes only; one association dried both peaches and figs; one handled prunes and apricots, while only one apple-drying association reported.

The associations were concentrated in three States, four being in California, four in Oregon, and one in Washington.

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FARMER-OWNED CANNING PLANTS REPORT 1922 BUSINESS

Reports from seven farmers' business associations operating canning plants, indicate that in 1922 they canned 1,334 carloads of fruits and vegetables valued at \$5,391,381. Of the total number there were 617 mixed cars of fruits and vegetables, valued at \$2,560,242; also 445 cars of canned peaches, 140 of canned apricots, 70 of canned olives, 4 of olive oil, 2 of pears, 2 of plums, and 54 cars of miscellaneous fruit. Five of these associations are located in California and two in Oregon.